

Message Text

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ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 TRSE-00 OPIC-06 AID-05

XMB-04 INR-07 /039 W

----- 109597

R 111415Z FEB 75

FM AMEMBASSY RABAT

TO SECSTATE WASHDC 4589

UNCLAS RABAT 785

E.O. 11652: N/A

TAGS:

SUBJECT: MOROCCAN RAILROAD EXPANSION PROGRAM OFFERS U.S. SALES
OPPORTUNITIES

REF: A. RABAT 639

B. RABAT 561

C. RABAT 556

D. RABAT 558

E. RABAT 352

F. RABAT 6228 (DEC 27, 1974)

G. RABAT 6229 (DEC 27, 1974)

1. THE DIRECTOR OF PROCUREMENT MR. BENALI FOR THE NATIONAL RAILROAD COMPANY (ONCF) INVITED ECONOMIC OFFICER FEB 6 TO HIS OFFICE TO OUTLINE IN ADVANCE THE FOREIGN TENDERS ONCF EXPECTS TO ISSUE OVER THE NEXT MONTH. WE ESTIMATE THE VALUE TO BE ABOUT 60 MILLION DOLLARS WHICH TOGETHER WITH MOST RECENT TENDERS TOTAL OVER 100 MILLION DOLLARS. OFFICIAL TENDERS AND SPECIFICATIONS, HE SAID WILL BE CIRCULATED WITHIN NEXT 30 DAYS. BENALI EXPRESSED HOPE THAT AMERICAN FIRMS WOULD BE VERY ACTIVE IN BIDDING. IN PARTICULAR HE MENTIONED GENERAL MOTORS DIESEL ELECTRIC LOCOMOTIVES AS VERY DESIRABLE EQUIPMENT. OVERALL, BENALI SEEMED ANXIOUS TO DO BUSINESS WITH THE UNITED STATES. HE INQUIRED ABOUT AID LOANS UNDER ASL TO FINANCE THE ENTIRE PROGRAM. EMBOFF EXPLAINED THAT NO ASL FUNDS ANY LONGER AVAILABLE AND ASL LOANS PROBABLY INAPPROPRIATE FOR NON-AGRICULTURAL PURPOSES
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AND SUGGESTED EXPORT-IMPORT BANK AS GOOD POTENTIAL SOURCE OF

FINANCING ALONG LINES OF THE 1974 SALE OF 15 GM LOCOMOTIVES.

2. IN ADDITION TO NEW TENDERS SOON TO BE ISSUED AND LISTED BELOW, ONCF IN THE PAST TWO MONTHS HAS ISSUED EIGHT TENDERS OF SIGNIFICANT VALUE (SEE REFTELS). THE TOTAL VALUE OF ALL OF THE BUSINESS APPEARS WELL EXCEED 100 MILLION DOLLARS. EMBASSY HOPES THAT EX-IM BANK AND US MANUFACTURERS AND CONTRACTORS WILL BE ALERTED TO OVERALL PROGRAM AND URGED TO PARTICIPATE. WE ANTICIPATE STIFF COMPETITION FROM ECONOMICALLY DEPRESSED FRENCH AND GERMAN FIRMS BUT MOROCCANS SEEM PREFER US SUPPLIERS AT THIS STAGE. UNDOUBTEDLY CREDIT TERMS WILL MAKE A GREAT DIFFERENCE. WE EXPECT SUBSTANTIAL FOLLOW ON BUSINESS AS THE RAILROAD SYSTEM EXPANDS TO MEET THE GROWING DEMANDS OF THE PHOSPHATE COMPANY AND OTHER MINING ENTERPRISES AS WELL AS THE NEEDS OF THE GROWING POPULATION.

3. ONCF PROJECTED CALLS FOR BIDS FOR 1975 AND 1976

ESTIMATED VALUE

\$ MILLION

1) RAILS: A) 18 METER LONG RAILS, TYPE

U.I.C. 54 AND 60 KGS/METER

FOR 840 KILOMETERS: 47,000

RAILS - 45,360 M.TONS

B) 18 METER LONG RAILS, TYPE

U.I.C. 46 KGS/METER FOR 129

KILOMETERS: 7,170 RAILS - 5,934 M.TONS

TOTAL: 54,170 RAILS - 51,294

R. TONS \$15.5

2) Y SHAPED SECTIONAL STEEL

1,591,300 PIECES OF 11.750 KGS EACH

(1.335 METER LONG)

TOTAL WEIGHT: 18,698 M.TONS \$ 5.6

3) RAILROAD EQUIPMENT DEVICES SUCH AS

SWITCH LINES AND THE LIKE

410 UNITS \$ 6

4) 6 MILLION SLEEPER-SCREWS

6 MILLION SHOCK-ABSORBER RAIL-CHAIRS

3 MILLION RUBBER CHAIR-FOOT \$ 18

5) 1,000 FREIGHT CARS OF VARIOUS TYPES

(INCLUDING ALUMINUM)

4 DIESEL-ELECTRIC LOCOMOTIVES (SIMILAR

TO THOSE SUPPLIED BY GM)

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1 SWITCHING DIESEL LOCOMOTIVE

1 SET OF MACHINE TOOLS AND WORKSHOP TOOLS \$ 15

TOTAL \$ 60

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DEVELOPMENT PROGRAMS, RAILROADS
Control Number: n/a
Copy: SINGLE
Draft Date: 11 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975RABAT00785
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750049-0862
From: RABAT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750253/aaaabvwwk.tel
Line Count: 111
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 RABAT 639
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 07 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <07 MAY 2003 by BrownAM>; APPROVED <15 JAN 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MOROCCAN RAILROAD EXPANSION PROGRAM OFFERS U.S. SALES OPPORTUNITIES
TAGS: BEXP, ETRD, US, MO
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006